Stocks large for U.S.; crops abroad favorable

Improved U.S. moisture conditions suggest another large feed-grain crop, according to the U.S. Department of Agriculture's feed situation report released last week, but feed crop prospects abroad look favorable and may cause U.S. exports to decline from 1976-77 levels.

The report said while domestic feeding likely will continue to expand moderately, favorable crop prospects abroad, particularly in western Europe, might cause declining U.S. exports and mean there will be another buildup in feed grain stocks.

USDA says this could suggest farm prices might average well below the $2.25 per bushel estimated for 1976-77. Under generally favorable conditions, feed grain production would exceed last year's record 212 million short tons by about 5%, with a corn crop of 6.5 billion bushels.

USDA said domestic feeding in 1977-78 would likely increase by 6%, but good crops abroad would push U.S. export volume down by as much as 20%. Feed grain stocks would increase 27 million short tons and prices would decline.

However, under poor weather conditions, farm prices would be higher than in 1976-77 and domestic feeding would decline a little with exports remaining high and farm prices for corn at 25-50 cents above the $2.25 per bushel estimate for 1976-77.

Repeating April supply-demand estimates, USDA said farmers expect to plant 130 million acres of feedgrain crops, with corn plantings of almost 84 million acres.

USDA said again farmers will seed over 10% more acreage to soybeans this year and nearly a fifth more area to cotton. USDA said if weather is favorable for growing these crops the tight supplies in the protein feed complex will ease next season. Early chances tend to favor larger 1977 crops of soybeans and cotton, which would result in a significant price decline in protein feed by late summer.

BIG BIDDER — Willow Bend Ranch, Aurora, was a major buyer of the top selling Hereford bulls at the Redd Ranches performance bull sale May 7 at Paradox, Colo. Willow Bend owner Francis Wakel took seven head at the sale. (Staff photo by Dick Crow)

Financial woes close ABP plant

American Beef Packers (ABP) in Omaha, Neb., have temporarily closed due to financial problems, according to ABP official Harry Helson. Nelson said he has no idea when the plant will reopen. The company is currently seeking additional funds

The slaughtering plant, which has a capacity to kill 1200 cattle daily, shut down April 30. Approximately 200 employes are involved in the closing.

ABP's Oakland, Iowa, plant is still open.

Auctioneer champion to pick scholarship winner

The 1977 World Livestock Auctioneer Championship will recognize North America's top livestock merchandisers. And it may also be the launching pad for a future champion.

That's because this year's World Champion, to be named following competition June 16 at the Calgary, Alberta Livestock Exchange, will get to select the receipient of a full scholarship to the Missouri Auction School, Kansas City, Mo.

Contest coordinator Gerald D. Nevins, in announcing this year's event, said School President Richard W. DeWees, a long-time supporter of the competition, had donated the scholarship. "The recipient picked doesn't have to be ready to attend the school immediately," Nevins said, "it can be a young person who may not go for a few years. We'll leave that up to the champion."

The Championship, now in its 14th year, attracts the top livestock auctioneers from the U.S. and Canada. With this year's location, even more Canadian entrants are expected, Nevins said.

"Initial interest in the competition has been excellent. We fully expect to break last year's record of 52 contestants," he said.

The Championship is sponsored by Livestock Marketing Assn., Kansas City, Mo., and conducted by Livestock Market Digest, Inc.

Last year, Steve Liptay, Bowmanville, Ontario, won the championship title at New Holland, Pa. He heads the advisory committee comprised of the previous 13 champions, which will assist in conducting this year's competition.

A Reserve World Champion and Runner-Up World Champion will also be selected, along with champions, reserve champions, and runner-up champions from the east, central and western regions of North America.

The auctioneers are judged by a panel of livestock market owners and managers on the criteria they look for when hiring an auctioneer. The judges' votes are counted by an official of the National Auctioneer's Assn., a livestock news media representative and a certified public accountant.

The winners will be announced at an awards ceremony in Calgary's Heritage Park the evening of June 16. In addition to the scholarship, other trophies and merchandise prizes will be awarded to the winners.

The Championship will be held during Livestock Marketing Congress '77, an annual industry conference devoted to livestock economics. The Congress is being held in Calgary, June 15-18.

PSU offers cattle breeding workshop

A four-day workshop on the "Semen Handline and Artificial Breeding" in cattle will be offered by the Panhandle State University animal science department and American Breeders Service. The course will be on May 31 and June 1-3, at 8 a.m. at the university farm, Goodwell, Okla.

Deadline for enrollment is May 25 and is open to all persons interested in artificial breeding, and the collection, processing and storage of semen. Tuition for the course is $66.

Centennial shows 2.8% mutuel gain

The 33-day Quarter Horse racing meeting drew to a close Monday, April 25 at Centennial Racetrack, Littleton, Colo. showing a 2.86% increase over the 1976 daily average mutuel.

The season showed a daily handle average of $188,779 compared to the last year's average of $183,524.

Attendance was almost identical to last year with a daily average crowd of 2,462.

Richard Vaughn and Bob Knight were crowned as the riding and training champions with 50 and 28 victories, respectively.

Vaughn also captured the season's three major stakes. The Oklahoman won the $88,000 Jay Chamber Memorial Futurity, the $100,000 RMQHA Futurity with Diamond Chiclet, "Horse of the Meeting," and top two-year-old, and the $61,000 RMQHA Derby with Shawne Bug, the top three-year-old.

Knight, who trained Diamond Chiclet and his own Shadow Flash, saw Shadow Flash named the "Older Horse of the Meeting."

TAKING A BREAK—Derral Schroder, (left), Campo, Colo., and Sam King, Arrowhead Ranch, Fairplay, Colo., stopped to visit before the Southeast Colorado Bull Test Sale in LaJunta began. (Staff photo by Mack Jones)

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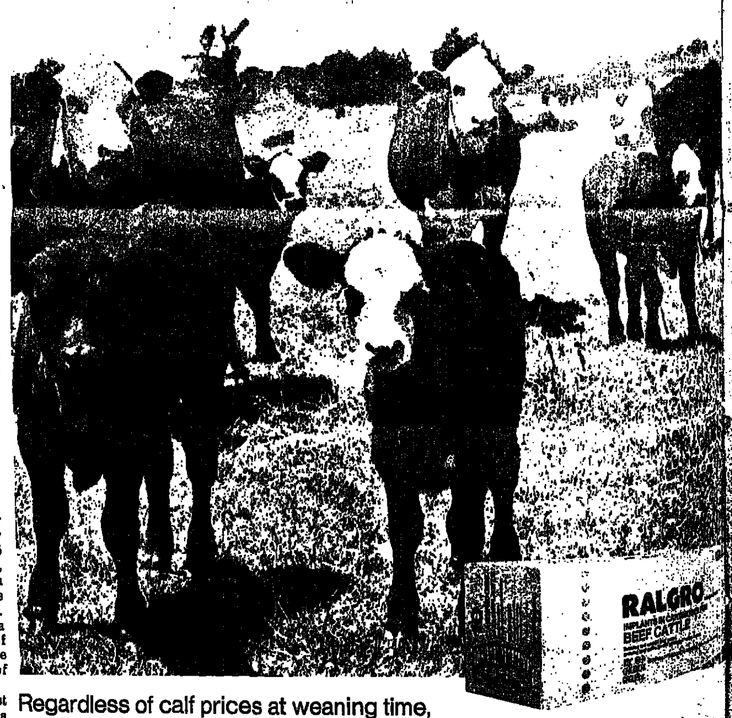

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Comments

Price volatility in recent years has everyone on edge, it seems. While on a recent trip to Arizona and Utah, we had a sandwich in a little Utah restaurant one afternoon and saw that the management was urging its customers to order something other than coffee, such as tea or milk. That they were having to charge 30 cents for a cup of coffee, and 15 cents for a refill. Moreover, you had to ask for a glass of water, because there's the worst drouth going on in the state's history.

CROW

A little card in the restaurant explained that by ordering one glass of water, it would take the equivalent of two more to wash the glass.

The waitress in the restaurant was refilling the sugar jars that afternoon and that caused us to ponder a bit on this price volatility thing. Back in 1974, our Latin American neighbors were enjoying unprecedented prosperity because world demand for sugar had caused prices for it to double and double again for the producer. Everyone in those countries benefited, even the cattle producers, because when people have money, they'll spend it for meat.

No doubt the same thing is happening again in coffee producing countries, many of which are also sugar producers.

Back in Utah, however, the price of coffee is not the major concern. The lack of water storage, especially for irrigation purposes, is the worst in history. President Carter's position on western water storage and new dams is a very unpopular one, and particularly so when the spectre of drouth is on most everyone's mind.

Utah's range cattle industry has already been severely damaged by at least two years of drouth, as in the case of Arizona and most other western states. One example is that this year more than 10,000 cows have been sold out of one Utah county alone, Rich County. We're told that cow shipments out of the state have been averaging better than 5,000 weekly, most of them to slaughterers.

During the first part of our Utah trip, it rained over the weekend, with as much as two inches falling in some parts of the state. This moisture will help summer ranges a great deal, but will not be of much help in irrigating crops, like hay, for instance. The nation's hay crop is down drastically from even a year ago, when hay sold for up to $100 a ton. Apparently heavy liquidations of nonfed cattle will continue this year, especially if the winter is normal or severe, maybe into next spring.

—DICK CROW

BIF audience told to seek merchandising scheme

By JODI DILORENZO

"Where do we go from here?" That was the inevitable question asked by Martin Jorgensen Jr., reelected president of the Beef Improvement Federation at BIF's annual meeting in Bozeman, Mont.

Jorgensen, introduced as one of the men who advocated performance testing over 20 years ago, discussed with the almost 300 producers attending the BIF banquet some of the unpleasant eventualities almost certain to be met by breeders in the very near future.

But Jorgensen said, "These hardships lead to solutions—they make you work harder. BIF has some problems ahead of it that we'll have to deal with." He quoted an article printed in a May 1977 breed publication stating, "The showring will dictate the future of the livestock industry." Jorgensen countered, "Tonight's BIF award winners can disprove this statement. It's a gross inaccuracy. Some people don't learn from their mistakes."

Jorgensen asked producers to be more aggressive. "Take the lead in the breeding cattle performance movement — the building machine. It does very little good to keep this information to yourself. Performance testing is worth selling."

He also asked the membership to work on getting more funding for university studies, studies that have made it possible to select the right kind of cattle. "Inflation has made many of these studies inactive. Because of these studies we are raising beef more economically. The loss of funding would be a great disaster to our industry."

"We think our problems

(Continued on page 3)

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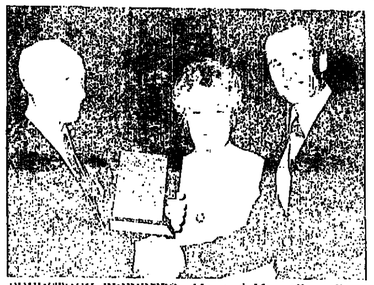
MARTIN JORGENSEN
Hardships lead to solutions



SEEDSTOCK BREEDERS—Mr. and Mrs. Glenn Burrows, (left), Clayton, N.M., were named 1977 BIF Seedstock Breeders of the Year during the annual meeting of the Beef Improvement Federation, Bozeman, Mont. Martin Jorgensen, BIF president from Ideal, S.D., presents the award to the Polled Hereford breeders. (Staff photo by Jodi DiLorenzo)

Burrows, Garst named 1977 BIF 'Breeders of the Year'

By JODI DILORENZO

Nominees for this year's Beef Improvement Federation awards were up against "mighty tough competition" with the suspense of naming the winners peaking at the May 17 banquet held in Bozeman, Mont.

Named BIF Commercial Breeders of the Year were the husband-wife team of Steve and Mary Garst, Coon Rapids, Iowa. The Garsts were nominated by the American Simmental Assn.

Glen Burrows is manager of The Garst Company, a family-owned company engaged in a variety of agricultural and agribusiness enterprises. Mary, cattle manager for the company, bears the responsibility for extensive beef breeding programs. The couple entered in the cattle business in 1955 and were among the earliest users of artificial insemination and later, performance-tested bulls. They began crossbreeding their Hereford cows with other British breeds in the mid 1960s and continued in genetic improvement by pioneering the use of exotic crossbreeding in 1968.

The Garst cow herd today totals nearly 4000 head. Adding replacements, feeders and others, their total cattle enterprise includes some 7000 head.

Glenn and Missie Burrows, Polled Hereford breeders from Clayton, N.M., were named BIF Seedstock Breeders of the Year. Burrows began his herd with animals of straight Anxiety 4th breeding. Sires of Plato Domino and Mark Donald ancestry were injected into the line breeding program in 1950.

(Continued on page 3)

COMMERCIAL BREEDERS—Steve and Mary Garst, Coon Rapids, Iowa, were named BIF Commercial Breeders of the Year during the Beef Improvement Federation's annual meeting in Bozeman, Mont. The Garsts entered the cattle business in 1955 and were among the earliest users of artificial insemination, and later, performance-tested bulls. (Staff photo by Jodi DiLorenzo)

Jorgensen renamed BIF president

Martin Jorgensen Jr., Ideal, S.D., has been reelected president of the Beef Improvement Federation. Also elected at the BIF annual meeting in Bozeman, Mont., was Dick Whaley, Queenstown, Md., vice president.

Directors are: Wayne Eshelman from Washington, Tom Shaw from Idaho, Mark Heffeler from South Dakota, Craig Ludwig from the American Hereford Assn., and Dick Spader, American Angus Assn.

Bob de Baca, Huxley, Iowa, is secretary of the organization.

Carter scores impressive victory with Californians

Moments after leading President Jimmy Carter on a tour of his orchard, former Charles Kryder told reporters he was "very impressed with his (Carter's) sincerity," and, "we'll get some help now."

Krdyer is the Navelencia, Calif., grower who was chosen to show the effects of California's drouth to the President during Carter's one-day swing through the Golden State. Kryder and cattleman neighbor Manuel Silva, had the ear of former-farmer Carter for over an hour during which the Californians answered many questions.

Silva explained to the President that he has had to cut his herd back by 65% due to the drouth, because he doesn't have enough stockwater on his 860-acre foothill ranch.

"He'll probably have some new thoughts now that he's had an on-the-spot look at our situation here. He might even help us some more," said Silva. "I told

(Continued on page 2)

Meat sales reports:

Bill introduced to curb manipulative reporting

Congressmen Berkely Bedell (D-Iowa), and Charles Thone (R-Neb.) have introduced legislation to establish control by the U.S. Department of Agriculture's Packers and Stockyards Administration over daily reporting of all livestock and meat sales. The legislation also sets penalties for false or incomplete reporting by dealers.

Bedell said under current practice the possibility of large-scale manipulation of the meat market exists by false reporting. Such manipulation by speculators or others engaged in the trade, is to the detriment of both stockmen and consumers, he said.

"One of the major factors discouraging true competition in the meat marketing trade is the lack of a widely-used daily reporting service whose accuracy is assured by law," Bedell said.

Bedell said the industry currently relies heavily on market information distributed by the "Yellow Sheet" a commercial newsletter printed in Chicago. He said the Packers and Stockyards Administration estimated 70% of the nation's carlot meat trade is based on prices quoted in the daily Yellow Sheet.

"One report based upon inaccurate information could have a major impact upon the entire national meat market," he said.

Bedell's legislation includes the following provisions:

• The Packers and Stockyards Administration would have direct authority and responsibility for conducting daily monitoring of any meat sales and power to demand information from any involved party in such sales.

• Information on packer-to-packer sales would be listed separately in any USDA publication or any other publication listing market levels.

• Automatic reporting of all sales by buyers and sellers would not be required.

• Anyone knowingly reporting false or incomplete information to USDA or any other publication would be subject to a fine of $10,000 to $100,000.

Hide & offal value

The estimated hide and offal value from the average 1000 lb. slaughter steer for the week ending May 20 was $4.70 per cwt., compared to $4.83 the previous week.

NEWSPAPER (priority handling)

NEWSPAPER (priority handling)

COW POKES

By Ace Reid

"Act Dumb!"

Oregon will provide straw to producers

A plan to provide 250,000 short tons of straw for cattle producers in extremely dry eastern Oregon has been announced by Oregon Governor Bob Straub.

The straw, left over from grass feed production in western Oregon, will be delivered to the ranchers with the state guaranteeing that prices will cover the extra cost of baling and transportation. A reserve of $1.5 million is needed to cover the program.

Ranchers and grass growers favor the plan. The feed will cost ranchers about half the price of hay (alfalfa hay is selling at $100 per ton) in the area. The straw requires other protein sources such as urea, soybean meal or feed concentrates to make usable energy food.

TO PCA—Ed Wright has been named loan officer for the Salinas Production Credit Assn., Salinas, Calif. Well known as a marketing specialist and cattle buyer with the California Livestock Marketing Assn., Wright brings special skill to the PCA for use in arranging credit for stockmen, the association announced.

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Hansen appointed to Calif. ag board

David Hansen, associate professor of agricultural economics at the University of California, Davis, has been appointed to the California State Board of Agriculture.

The 38-year-old economist will replace Richard Rominger.

Carter scores Calif. victory

(Continued from page 1)
the President I have to sell all this herd and maybe wait until next year and hope this drouth ends. Then I've got to start a whole new herd again, and that takes quite a while."

Both men were impressed with Carter's knowledge of farming, and the special problems encountered. After showing the President his well, Kryder felt there might be some new emphasis on federal aid for drilling and pumping—although Kryder isn't too happy about getting this type help.

Voting concerns weren't on the minds of either of the two Californians the President visited with, but afterward a reporter asked Kryder—a registered Republican—how he voted in the last election. Kryder wouldn't say, but added, "I like the man now. If I had to vote right now, today, I'd vote for him."

Farm Bureau plans June 1 water talk

The California Farm Bureau has called a special water conference for June 1 in Sacramento. It is seeking all segments of agriculture for a one-day meeting with the theme: "Water in the Year 2000."

Speakers and participants include the top two government officials in California—Billy Martin, regional director of the federal Bureau of Reclamation, and Ron Robie, state director of water resources.

Grand Nat'l set Oct. 28-Nov. 6

The 23rd annual Grand National Livestock Exposition, Rodeo and Horse Show has been scheduled Oct. 28-Nov. 6 at San Francisco's Cow Palace, announces Darrel Chapman, Grand National manager.

"We are already at work to make the 1977 livestock exposition the finest in our history," said Chapman. "Our premium list calls for a complete schedule of classes for beef cattle, dairy cattle, swine and sheep, plus 12 or 13 big market sales.

"In addition, we will again have 14 arena performances of the rodeo and horse show, including matinees on both weekends."

NBCIA bulls avg. 3.38 lb.

Fifty-one bulls of five different breeds averaged 3.38 lb. daily gain over 140 days in the recent Nevada Beef Cattle Improvement Assn. bull test.

High gaining bull in the senior division was an 18-month-old Charolais, bred by Don Steinmeyer, Lake Tahoe. This bull gained 5.15 lb. daily. High gainer in the junior division was a 13-month-old Angus bull from Double Diamond Ranch, Reno. It gained 4.2 lb. per day.

New officers for the NBCIA, elected in Reno in conjunction with the bull test at the University of Nevada, were: Bill Sarman, Lee Livestock Co., Lamoille, president; Don Albert, UNR, vice president, and Sonja Johnson, Spade Bit Ranch, Fallon, secretary.

Arizona sets up BRIA 'hotline'

A special Arizona "Beef Referendum hotline" is available to cattlemen with specific questions about the Beef Research and Information Act.

The number is 602/267-1129 and will be in operation from 5-10 p.m. on June 6 for questions. This marks the opening of registration for the referendum at local Agricultural Stabilization and Conservation Service offices.

Loosli to host IJHA field day

Lynn Loosli Herefords, Ashton, Idaho, will be the host for the Idaho Junior Hereford Assn. field day scheduled for June 24.

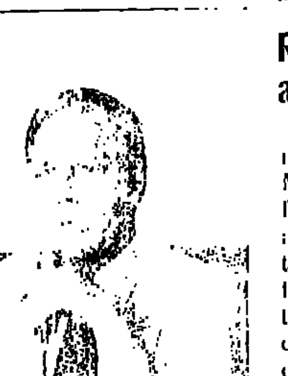
Showmanship contests will begin at 9 a.m. and be followed by the Hereford judging contest and lunch. Special guest speakers will be Mike Kendall, American Junior Hereford Assn. president, Emmett, Idaho, and Walter Blume, Blume Ranches LTD, Alberta, Canada.

In addition to the regular field day activity, a banquet and preliminary public speaking and queen contest competition is planned for June 23 at 7 p.m. in St. Anthony. The annual Idaho Hereford breeders tour will be staged June 25 in the same area and will originate at St. Anthony.

Split Butte to host Idaho youth

The Idaho Junior Polled Hereford Assn. field day will be held June 4 at the Split Butte Ranch, Rupert, Idaho.

The day will consist of six judging classes, a program on artificial insemination, as well as a demonstration and discussion on gomer bulls.



FROM AHA—Dr. Craig Ludwig, representing the American Hereford Assn., Kansas City, Mo., spoke on the differences in marbling due to the degree of muscling during the Beef Cattle Improvement Day, Hermiston, Ore.
(Staff photo by Stacy Franklin)

Rain reported across Idaho

Western Livestock Journal's field staff director Mack Jones reports rain has fallen across southern Idaho and possibly all the way to the coast. However, a cause for current concern is that the weather is unseasonably cold, but the moisture is certainly welcome, says Jones.

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Burrows, Garst named 1977 BIF 'Breeders of the Year'

(Continued from page 1)
at which time the Burrows' intensive performance selection began.

Burrows is a charter member of Performance Registry International and was an early president. He helped organize and sponsor the Tucumcari, N.M., bull test and has participated in feed trials and performance leadership across the industry.

The American Angus Assn. was selected 1977 Breed Association of the Year, and the Beef Improvement Organization of the Year award went to the Iowa Beef Improvement Assn., Ames.

Don Vaniman, American Simmental Assn. executive secretary, Bozeman, Mont., and Lloyd Schmitt, Stanford, Mont., received BIF's 1977 Continuing Service Awards.

Those nominated for Commercial Breeder of the Year were: John Blankers, Minn.; Maynard Crees, Kan.; Ray Franz, Mont.; Forrest H. Ireland, S.D.; John A. Jameson, Ill.; Leo Knoblauch, Minn.; Milton Mallery, Calif., and Jack Pierce, Idaho.

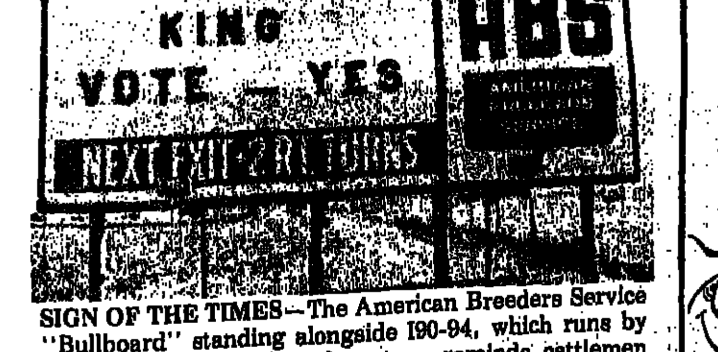
Nominated seedstock producers were: Harold Anderson, S.D.; William Borror, Calif.; Rob Brown, Texas; Henry and Jeanette Chitty, Fla.; Tom Dashiell, Wash.; Lloyd DeBruycker, Mont.; Wayne Eshelman, Wash.; Hubert R. Freise, N.D.; Floyd Hawkins, Mo.; Marshall A. Mohler, Ind.; Clair Parcel, Kan.; Frank Ramaekers Jr., Neb.; Loren Schlipf, Ill.; Tom and Mary Shaw, Idaho; Bob Sitz, Mont.; Bill Wolfe, Ore., and Jim Volz, Minn.

BIF's Pioneer awards went to Henry Holzman, S.D.; W.C. McCormick, Ga.; Marvin Koger, Fla.; J.P. Smith, Texas; Paul Orcutt, Mont.; John Lasley, Mo., and Ralph Bogart, Ore.

The BIF is a confederation of more than 50 state and national cattle breed associations and state beef improvement organizations. BIF works to establish uniform and accurate testing procedures and to educate all segments of the beef industry in the use of performance records to improve production efficiency.

BIF WINNERS—Keith Vandervelde, (left), manager of the Iowa Beef Improvement Assn., Ames, and Don Nelson, (center), Danville, Iowa, president of the IBIA, accept the Beef Improvement Federation's Beef Improvement Organization of the Year award from BIF president Martin Jorgensen, Ideal, S.D. This year's BIF presentations were made in Bozeman, Mont.
(Staff photo by Jodi DiLorenzo)

ANGUS AWARD—Martin Jorgensen, (right), Ideal, S.D., president of the Beef Improvement Federation, presents Dick Spader of the American Angus Assn., BIF's Breed Organization of the Year award during the BIF banquet, Bozeman, Mont. (Staff photo by Jodi DiLorenzo)



SIGN OF THE TIMES—The American Breeders Service "Bullboard" standing alongside I90-94, which runs by the DeForest, Wis., headquarters, reminds cattlemen traveling in Wisconsin to vote 'yes' in the upcoming Beef Referendum, July 5-15.

Cattle exports expected to recover in '77

Although it is difficult to assess the outlook for breeding cattle exports for a given breed or to a specific country, U.S. breeding cattle export activity should recover somewhat in 1977 from 1967's 10,370 head.

USDA said the key elements in such an upturn would be:

- An easing of the depressed world cattle markets. The timing of the herd rebuilding will vary from country to country, but it should generally be in evidence by year's end.
- Post-Peron reforms in Argentina have increased the livestock sector's confidence and profitability. As Argentine cattlemen have started to rebuild their herds, they have begun purchasing good quality breeding stock abroad.
- With confidence in the Portillo government, Mexican cattlemen will begin purchasing cattle at a higher rate than in the last quarter of 1976. The relative weakness of the peso to the dollar makes it unlikely that U.S. beef breeding cattle exports will fully regain 1975 levels.

Wool growers change address

The National Wool Growers Assn. has moved its headquarters offices in Washington, D.C., to larger quarters in the nation's capital.

The new address is: NWGA, Suite 5, 1776 F. Street, N.W., Washington, D.C., 20006. The new phone number is (202) 293-1160.

In January the NWGA headquarters were moved to Washington, D.C., from Salt Lake City, Utah.

Webb elected ANLS president

James Webb, Phoenix, has been elected president of the Arizona National Livestock Show. Webb has been first vice president of the Phoenix show for the past three years.

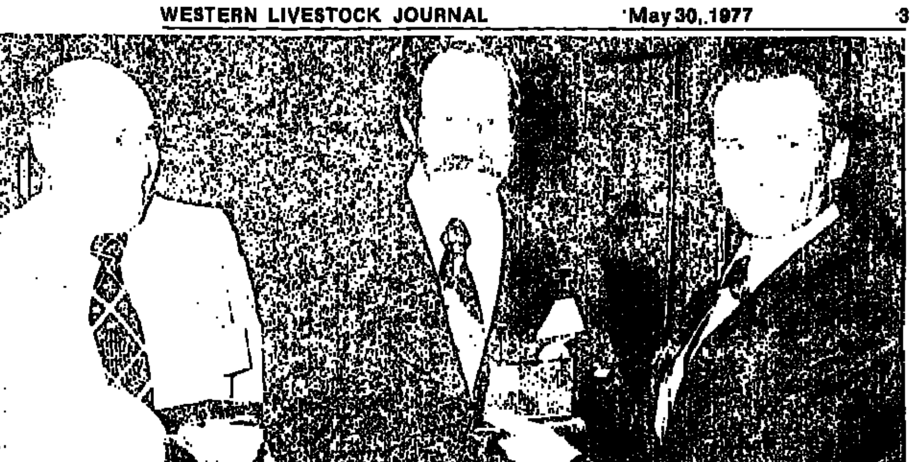
Also elected were Gene Sparks, Tucson, first vice president; Carl Hintze, Phoenix, second vice president; Dr. Frank Armer, Phoenix, secretary, and Michael Milroy, Phoenix, treasurer.

World beef exports may hit new high

World beef and veal exports may hit a new high of 2.33 million tons in 1977, with all major exporting nations except New Zealand surpassing their 1976 record.

Despite the abundance of beef for export, 1977 may see an upturn in cattle prices from their recent lows, as combined production in the exporting nations slips below that of last year and producers rebuild herds diminished by heavy slaughter during the past few years.

Beef and veal production in the major exporting countries in 1977 will be about 120,000 tons under the record 1976 output of slightly over 6.9 million tons. This decline is anticipated mainly in New Zealand.



CONTINUED SERVICE—Lloyd Schmitt, (left photo), Stanford, Mont., and Don Vaniman, (center), executive secretary of the American Simmental Assn., Bozeman, Mont., were this year's recipients of the Beef Improvement Federation's awards for continuing service to the organization. BIF president Martin Jorgensen, Ideal, S.D., presented the awards during the Bozeman, Mont. meeting. (Staff photo by Jodi DiLorenzo)

BIF told to seek merchandising scheme

(Continued from page 1)
will be over when prices get higher. The energy crisis will make a complete change in the beef industry. And then there's inflation. In 1975 we got peak prices and we didn't make anything. When and if prices peak in 1980, we still won't make anything," Jorgensen declared.

"Let's analyze our market. The consumer is number one, and he doesn't care what the animal looks like because he never sees it. There's only about 20% of the U.S. population that will buy beef no matter what price it is. The other 80% will only buy what they can afford, so don't talk choice beef to them. Our merchandising methods are as primitive as the Model T Ford."

Jorgensen also said that there hasn't been one year when there hasn't been a profit in the beef industry, "it just hasn't been distributed to the producer. We need a merchandising scheme that will make retail pay for a superior product, not a product price based on averages."

Jorgensen concluded by asking his audience to come up with a merchandising scheme that will pay off for the producer. "We've got the people and the knowledge, all we need now is the courage."

USDA in process of expanding meat import law

The U.S. Department of Agriculture is in the process of examining how it can administer the 1964 Meat Import Law so that it will be neither harmful to the domestic industry nor used as a trade barrier, deputy agriculture secretary John White told Western Livestock Journal.

The meat import law says only 7% of estimated domestic consumption can be imported in the U.S. each year.

White, a former Texas commissioner of agriculture, said he has "some very strong feelings" about the livestock industry. "I like my steak and I think most people do. I think we'll continue to eat meat." Despite some reports to the contrary, he said the U.S. meat industry will continue to be an important one.

White said he had hoped the 1964 Import Law could be amended in 1977.

Carcass value

Gross cut-out value of choice #3, 600-700 lb. beef carcasses based on carlot prices of Chicago fabricated beef cuts (f.o.b. Midwest River area per cwt. basis) was $72.17 for May 23 compared to $73.06 the previous week.

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Market Roundup:

Cattle market sluggish again

THE CATTLE TRADE WAS again sluggish last week. Live prices drifted lower as packers were cautious bidders in the face of a weak carcass market. Despite being short bought, many packers were reluctant to meet asking prices without a sign of higher carcass values. Kills were off early, but picked up late. Talk that overdone cattle were showing up in the slaughter mix surfaced, but sources report this is not the case over most of the country. The Panhandle still appears to be the most current, though feeders are willing to sell below recent highs. However, inventories for the next four to six weeks appear manageable.

The cattle-on-feed report was construed negatively. Placements greater than last year's record were the focus of bearish sentiment. However, the marketing figures were considered constructive over the near term.

California mostly choice steers $42-43.75; good-choice $41-43. Mostly choice heifers $40-40.50; good-choice $38-39. Oregon choice steers $41.50-43. Choice heifers $39-41.50. Washington choice steers $41.50-43; Choice heifers $40.50. Idaho, Utah, Nevada mostly choice steers $41-42; mostly choice Holsteins $39. Mostly choice heifers $39-40.50. Arizona mostly choice steers $42-43.

COLORADO CHOICE STEERS $42-43; good-choice Holsteins $39. Choice heifers $40-41.25. Wyoming, Nebraska, South Dakota mostly choice steers $41-43. Mostly choice heifers $39.50-41.50. Montana mostly choice steers $41-42. Choice heifers $39-40.

Kansas choice steers $41.75-42; good-choice $41. High choice heifers $40.50; choice $39-40; good-choice $39-39.50. Texas, Oklahoma mostly choice steers $42-43.50; good-choice $41-43; good-choice Holsteins $39. Mostly choice heifers $38.75-40.50; good-choice $37.50-39.50. New Mexico mostly choice steers $42-43.50; good-choice $42-42.50. Mostly choice heifers $39-40; good-choice $39-39.50.

Colorado canner-cutter cow beef $52-53; utility at San Francisco $51-53; Portland $51-52. Choice Panhandle steer beef $58-63; Colorado $57.50-63.25; San Francisco $64.50-69; Portland $67-69. Choice heifer carcasses in Panhandle $56.75-61.75; Colorado $56.26-62.26; San Francisco $64; Portland $65.50-67. Choice cow-calf pairs in Texas $295-335; good pairs $260-292.

CALIFORNIA CHOICE 550-675 LB. feeder steers $39-40; 700-785 lb. $38-40. Choice heifers 400 lb. $34; 600 lb. $33.50. Oregon choice steers 700 lb. $39; heifer mates $37.50. Washington choice steers 200-300 lb. $44-47.50; 300-400 lb. $43-46; 400-500 lb. $40.50-45; 600-800 lb. $38-41.50; 800-900 lb. $38.40-25. Choice heifers 200-400 lb. $34-40.75; 400-600 lb. $31-36; 600-800 lb. $31-35. Idaho, Utah, Nevada choice steers 700-800 lb. $38-40. Choice heifers 650-750 lb. $34-35.

Montana mostly choice steers 700-900 lb. $38.50-39.50. Choice heifers 475-650 lb. $34-36.50. Wyoming choice-prime steers 600-700 lb. $41.80. Choice-prime heifers 400-500 lb. $35.25-41.25; 500-600 lb. $35.25-38.75. Southeast complex (Alabama, Florida, Georgia, South Carolina, Tennessee) choice steers 300-400 lb. $35-44.50; 400-500 lb. $35-42; 500-600 lb. $31.50-39.50; 600-900 lb. $32-38.50. Choice heifers 300-500 lb. $26-36.50; 500-600 lb. $27-34.

COLORADO CHOICE STEERS 225-400 lb. $44.50-50.75; 400-500 lb. $44.50-49.30; 500-600 lb. $40-45.80; 600-700 lb. $39.50-41.75; 700-800 lb. $38.50-41.20. Choice heifers 275-400 lb. $36-42.75; 400-500 lb. $36-41.60; 600-600 lb. $35-39; 600-700 lb. $35.25-39. Kansas choice steers 300-500 lb. $46.50-48.50; 500-600 lb. $42.75-44.75; 600-700 lb. $39-40.50; 700-800 lb. $39-40. Choice heifers 500-600 lb. $35-36; 600-700 lb. $34.50-36.25; 700-800 lb. $34.50-35.50. Texas choice steers 300-400 lb. $44-47.80; 400-500 lb. $43-46.50; 500-600 lb. $40-43; 600-850 lb. $38-41.10. Choice heifers 300-400 lb. $36.75-38.90; 400-500 lb. $33.30-37.75.

Midwest choice-prime 95-115 lb. shorn slaughter lambs No. 1-2 pelts $55-57; 93-118 lb. $47-53.75. Choice-prime wooled 95-100 lb. $56.75-57. San Angelo, Texas, choice-prime 95-120 lb., shorn No. 2-3 pelts $50-53. San Angelo choice-prime spring slaughter lambs 75-100 lb. $55-56.50. Midwest choice-prime 95-111 lb. $55.50-57. San Angelo good slaughter ewes $14-18.90; utility $14.50-16; cull $11-14. Midwest cull-choice $5-12. Billings, Mont., utility-good $8.50-12.

SAN ANGELO CHOICE-FANCY feeder lambs 70-95 lb. $45-49.50. Midwest choice-fancy 60-90 lb. $45-50. San Angelo spring feeder lambs 45-65 lb. $50-52; 65-85 lb. $52-54. Midwest choice-fancy 75-86 lb. $48.25-54. San Angelo good-choice yearling stock ewes $55-60.50 each.

Hogs in Midwest: barrows-gilts at eastern terminal market centers closed firm to 75 cents higher. Western terminals wore steady to 50 cents lower.

Sioux Falls, S.D., feeder pigs each, U.S. 1-2 10-20 lb. $21-24.50; 20-30 lb. $24.50-32; 30-40 lb. $33-36; 40-50 lb. $36.50-44; 50-60 lb. $42-51; 60-70 lb. $46-52.

THE MONTHLY COLD STORAGE report showed fewer bellies in storage than the trade anticipated. Reactions were that the report was constructive. Cash sources say the pork trade continues sluggish with belly movement mostly in response to hedging opportunities. Featuring at the retail level is light. Hams and loins have made sizable price advances in response to lighter kills and fewer hog receipts.

The large open interest in cattle has made the market "toppy," and liquidation has brought the market down over one cent the last four trading sessions. Cattle relative to hogs appear to be undervalued, which, if the trend continues, will show up at the retail level and should create demand for beef.

DOUG LIEBLE

WESTERN MARKET ROUNDUP

SHASTA LIVESTOCK AUCTION YARD
Cottonwood, Calif., May 20

2854 head received: Choice feeder steers 350-550 lb. $42-44.75; 550-710 lb. $41.50-44.25; 710-840 lb. $37-39.35. Choice feeder heifers 400-500 lb. $32.50-35; 500-675 lb. $31-34. Good steers 300-550 lb $39-42.50; 550-700 lb. $38.50-42; 700-850 lb. $33.50-37.25. Good heifers 300-500 lb. $30-33; 500-800 lb. $28.25-31.25. Slaughter cows, utility 1-2 $23.50-26.50; commercial 2-3 $26.50-30. canners-cutters $21.50 - 23.75. Slaughter bulls yield grade 1-2 1300-1700 lb. $31-33.25; 1000-1300 lb. $29.50-31. Replacement pairs choice cows of mixed ages with small to 300 lb. calves $270-317.50; good-choice cows $250-265. Slaughter cows 1 lower; slaughter bulls steady. Feeder steer calves 50 cents lower; yearling steers to 700 lb. $1-2 higher, above 700 lb. $1 lower; feeder heifer calves 50 cents higher; feeder heifers 50 cents to $1 lower.

STOCKTON LIVESTOCK MARKET
Stockton, Calif., May 23

2300 head received: Choice feeder steers 350-500 lb. $39.50-45.80; 500-625 lb. $39-44; 625-750 lb. $38-41; 750-850 lb. $36.50-38.50. Choice feeder heifers 350-485 lb. $32.50-35; 485-575 lb. $32.25-35.50; 575-725 lb. $32.50-34 70. Slaughter cows high utility $23.50-27.25; commercial $25.25-26.50; cutters $22-24.25. Slaughter bulls, yield grade 1 1200-2200 lb. $31.75-34; yield grade 2 $29-32. Increase demand for light feeder cattle to go to grass. Light weight feeder heifers and steers good demand. Heavy weight feeder steers moderate active at best.

WESTERN STOCKMAN'S MARKET
Famoso, Calif., May 23

1812 head received: Choice feeder steers 300-400 lb. $40-43; 400-500 lb. $40-42.50; 500-600 lb. $39-40.50; 600-700 lb. $37-38. Choice feeder heifers 300-400 lb. $32-35; 400-500 lb. $32-33.50; 500-700 lb. $31-33. Slaughter cows, utility-commercial $27.50-30, canner-cutters $24-26.50. Slaughter bulls, yield grade 1 $33-35.50; yield grade 2 $31.50-33. Choice quality yearling steers generally $1-1.50 lower. Choice quality steer and heifer calves fully steady. Slaughter cows $1-2 lower.

GALLAGHER LIVESTOCK COMM. CO
Fallon, Nev., May 18

735 head received: Weaner steers 250-350 lb. $38-43; 400-475 lb. $36-42. Weaner heifers $31-34. Yearling steers $38-40. Yearling heifers $31-33. Long yearling steers $38-39. Long yearling heifers $30-32. Slaughter cows, utility $25-26; commercial $27-28; canners $16-20; heifer ettes $23-33. Slaughter bulls, feeder $25-32; butcher $32-38. Pairs, cows-calves $170-250; Pregnancy tested cows $175-200. Stockers and feeders fully steady with 50 cents higher on lighter weights. Butcher cows steady and in good demand.

STOCKLAND LIVESTOCK MARKET
Spokane, Wash., May 23

1080 head received: Choice feeder steers 450-600 lb. $41-43.50; 600-700 lb. $38-42.80; 2 lots 610-620 lb. $42.80; 1 lot 680 lb. $41.90. Choice feeder heifers 400-550 lb. $32.25-34.75; 550-750 lb. $31-34.50. Slaughter cows, utility-commercial $23.75 - 27; canners-cutters $22 - 23.75. Slaughter bulls, yield grade 1 1300-1925 lb. $31.70-34.70; 1835 lb. $36.90. Slaughter cows to $1 lower. Cow demand moderate. Feeder cattle and calves steady to $1 higher. Feeder demand good. Drouth still critical.

MADRAS AUCTION YARD
Madras, Ore., May 18

616 head received: Choice feeder steers 300-500 lb. $42-47.75; 600-800 lb. $38-42.50. Choice feeder heifers 300-500 lb. $33-36; 500-700 lb. $31-35. Good steers 300-500 lb. $39.50-41; 600-800 lb. $34-38.50. Good heifers 300-500 lb. $27-30.50; 500-700 lb. $28-31.75. Slaughter cows, utility-commercial $23-29; canners-cutters $13 - 24.50. Slaughter bulls $30-34.50. Pairs $235-325. Small calves by head $20-85. The market this week saw choice, quality, thin fleshed cattle, $1 higher on steers weighing under 500 lb. Heavier weights steady to a $1 lower. Heifers some weaker—instances $1-2 lower. Butcher cows $1 lower on low cutter and utility. Steady on the better cows. Bulls steady.

ARIZONA LIVESTOCK AUCTION
Phoenix, Ariz., May 23

1525 head received: Choice feeder steers 300-400 lb. $40-45; 400-500 lb. $40-43; 500-600 lb. $38-42; 600-700 lb. $36-41. Choice feeder heifers 300-400 lb. $30-32; 400-500 lb. $30-32; 500-600 lb. $29-31; 600-700 lb $28-31. Slaughter cows, utility-commercial $28-30; canners-cutters $18-27. Slaughter bulls $30-35

EMMETT AUCTION YARD
Emmett, Idaho, May 20

783 head received: Light weight steers $42-45.50, heavy weight steers $38.50-42.50 Light weight heifers $34-36.50; heavy weight heifers $34-36.75. Slaughter cows, utility-commercial $26-29; canners-cutters $23-26.50. Slaughter bulls, yield grade 1 $34-36; yield grade 2 $31-33.75. Pairs, cows with small calves $265-325. Market steady on cows and on light steers. Heavy feeder steers and heifers lower. Increasingly amount of rain the last two days which should help light steers and heifers market.

SALINA PRODUCERS LIVESTOCK MARKET
Salina, Utah, May 20

975 head received: Choice feeder steers 250-400 lb. $40-43.50; 400-500 lb. $40.50-45.50; 500-600 lb. $38.25-41.50; 600-700 lb. $37.75-41.75; 700-800 lb. $38.50-38.40. Choice feeder heifers 270-400 lb. $32-36.50; 400-500 lb. $32.50-35.50; 500-700 lb. $31.25-34.50. Slaughter cows, utility-commercial $25.50-28; canners-cutters $21.25-26. Slaughter bulls yield grade 1 1325-1955 lb. $33.75-36; yield grade 2 1230-1880 lb. $30.20-33.75. Replacement pairs good and choice small calves $217.50-280. Slaughter steers, good-choice 2-3 970-1210 lb. $36.25-39.90; slaughter heifers, good-choice 2-3 700-930 lb. $33-36.25.

SHEEP

DIXON AUCTION YARD
Dixon, Calif., May 23

1900 head received: Slaughter spring lambs, choice-prime 85-115 lb $52.85-54.80. Old crop lambs 90-120 lb $43.25-46.40. Feeder spring lambs, choice-fancy 45-60 lb. $46-49; 60-90 lb. $48-52. Slaughter ewes, utility $8.50-10; culls $7-8 10

PORTLAND LIVESTOCK
Portland, Ore., May 23

460 head received: Slaughter spring lambs, choice-prime 92-114 lb. $53-54. Feeder spring lambs, choice-fancy 76-94 lb $46-47. Slaughter ewes, cull-utility-good $6-8.75. Replacement ewes, choice 3-5 year-olds $38.

HOGS

THE STOCKMAN'S MARKET
Visalia, Calif., May 23

224 head received: Fat hogs 200-240 lb. $44-46.75, 100-200 $43-43.75; 250-280 lb $33-36. Sows $28.50-34. Feeder pigs, 54 lb. $45; 150 lb. $43.50; 100 lb $40.50.—PAM DAVIS

Auction Results

MC-SHASKY ANGUS
Madera, Calif., May 21

67 lots $616

Auctioneer: Jack Parnell
Sale Manager: Western States Angus Assn.

Females: Premier Blackeyes 3031D, 1/21/72 by Emulous 570, Shasky to Tony Martin, Winters, $310; MC High Queen Mother 6015, 3/2/76 by MC High Chaparral, MC to Scott Lonhard, Deer Park, Wash., $1650. MC High Lady 6108, 4/16/76 by MC High Chaparral, MC to Ken Caryl, Littleton, Colo., $1400. Oxbow Jinnie 465, 4/14/75 by Mon Repose Chaparral, MC to Erica Valley Ranch, Gardnerville, Nev., $1300. BF Erica Elite, 2/26/72 by Mon Repose Big John; MC to Don Mathews, Newcastle, $1225. Shasky High Erica 604, 2/6/76 by Landlord of Wye; Shasky to LS A Angus, Rio Polos, $1200. Queen Blackbird of LL4, 12/14/62 by Mr. B Lilemmon, MC to Holiday Cattle Co., Modesto, $1000. Blackbird MC 64, 11/7/70 by Hommer Bandolier-mere 585, MC to John Kahl, La Grand, $950. MC Blackbird Lucy 5005, 2/16/75 by Big John Dominator; MC to Mathews, $950. MC Blackbird Dominator 5174, 4/27/75 by MC High Chaparral, MC to 5J Angus Ranch, Madera, $900.

This was a joint production sale of Martin and Jennie Costales' MC Angus Ranch and Jim and Mary Shasky, Haines, Ore. (formerly Le Grand, Calif.). This sale featured the "get" and services of MC High Chaparral, a top popular bull owned jointly by the participating Buyers from seven states participated in making this a top sale, considering that about half of the offering were just yearling heifers.—DON DORIS

LAN-NOR-DEL POLLED HEREFORDS
Davenport, Wash., May 21

20 bulls ..... $4[illegible]
36 pairs ..... $[illegible]
11 cows ..... $4[illegible]
34 heifers ..... $[illegible]

Auctioneer: Ken Troutt

Bulls: Lan-Nor-Del Pld Mdnt 15, 6/1/75 by SLF Pld Mdnt Lamp 32, Dostain Farm, Inc., Endicott, $800. Lan-Nor-Del Aster Lamp 21, 6/1/75 by Sunny Meadows Rascal; E.A. Reed, Spokane, $800.

Females: Lan-Nor-Del Hilandy Ladyet, 7/11/76 by Hiland Adv Msch 90; with 3/10/77 heifer calf by Lnd Lasseys Lamp 3; Don Smith, Chattaroy, $950. Lan-Nor-Del Lamp Bouquet 1, 4/12/72 by SH Pld Mdnt Lamp 32 with 3/1/77 heifer calf by Lnd Lasseys Lamp 3, Wayne Hurt, Ellensburg, $800. Lnd Adv Msc Lassy 3, 3/16/74 by SH Pld Mdnt Lamp 32; Pine Cooley Polled Hereford, Ednwall, $825. Gala Sis B B 0.01 17E, 4/25/74 by B Douglas 6E; with 1/12/76 bull calf by Lnd Lasseys Lamp 3; Harold Thol St. Mary's, $775. Lan-Nor-Del Miss Rita 5500, 2/15/74 by SH Pld Mdnt Lamp 32; Bill Stout, Uniontown, $725.

A good active sale ended the years of the collection of quality Polled Herefords. Demand was steady throughout the sale as the good breed could compete with the proven cattle. Cows depressed into lower statistics appeared, even the buyers, that were a buyer's sale.—STAFF REPORT

Steer corn ratio

Steer corn ratio for the week ended May 20 was 19.2 compared to 19.1 the previous week and 14.3 a year ago.

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COLTON SALE Every Thursday and Saturday, 1400 W. Valley Blvd.
Open Market

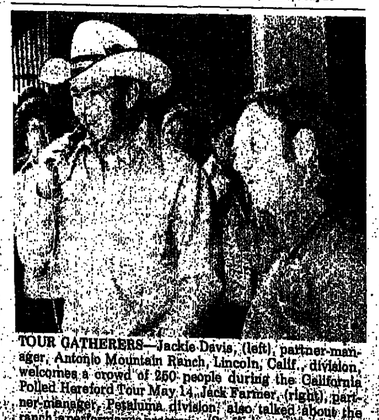
Polled Herefords
DOWNEY POLLED HEREFORDS
Home of 3 Grand '63 "Big Ben"
Rt. 1, Box 336—Big Ben Rd.
LINCOLN, CA 95648
916/645-1345

GOVER
MARKET TOPPING POLLED HEREFORDS
W. O. "Buck" Gover—916/365-6468
R. D. "Dan" Gover—916/365-9215
ANDERSON, CALIFORNIA 96007

ANTONIO MOUNTAIN RANCH
POLLED HEREFORDS
Jack Farmer, Partner-Manager
3053 Chilsono Valley Road
Petaluma, CA 94975
707/763-5637
Jackie Davis, Partner-Manager
Lincoln Division
P.O. Box 635, Lincoln, CA 95648
916/645-3628

DEAN & MARK MATTSON
503/384-3084
MOODY MATTSON
503/297-3758
Mattson's Bilyeu Creek Ranch
Polled Herefords
38741 Lilley Rd.
Scio, Oregon 97374

BIRDSEYE
Polled Herefords
The Hansen Family
Birdseye Ranch
4850 Wise Rd.
LINCOLN, CALIF. 95648
916/645-3588



TOUR GATHERERS—Jackie Davis, (left), partner-manager, Antonio Mountain Ranch, Lincoln, Calif., division, welcomes a crowd of 250 people during the California Polled Hereford Tour May 14. Jack Farmer, (right), partner-manager, Petaluma division, also talked about the ranch's performance program. (Staff photo by Don Doris)

WLJ CLASSIFIED CORRAL

...SHORT CUT TO PROFITS

ADVERTISING RATES

BY THE WORD: 35 cents per insertion. 30 cents for cash with order or when ordered for 3 or more consecutive insertions. Include name and address in word count. Count as one word each initial, abbreviation, whole number and phone number, hyphenated words as two. Minimum charge: $3.00.

BY THE INCH: $16.50 per column inch per insertion. $14.00 per column inch per insertion when ordered for 3 or more consecutive weeks. No cash discount on display ads.

BLIND ADS. Count Ad Dept. No. as 5 words when ordered BY THE WORD. For a blind ads, add $1.50 per insertion for cost of forwarding replies. Publisher establishes your confidential Dept. No. Give complete name and address to have prompt delivery of replies.

CONDITIONS

BLACK & WHITE ads only. No photographs or reverses

EMPLOYMENT WANTED ads must be paid in advance.

HEADLINE: 4:00 p.m. Tuesday for issue mailed Friday and dated the following Monday.

LIABILITY: Advertiser is liable for content of advertisement and any claims arising therefrom made against the publication. Publisher is not responsible for errors in phoned copy. Publisher reserves the right to refuse advertising not considered in keeping with the publication's standards

COMMISSIONS. Classified advertising is not agency commissionable

WESTERN LIVESTOCK JOURNAL
Paul McIlvoy — Classified Ad Mgr. — 4th Floor Livestock Exchange Bldg. Denver, CO 80216
Sabra Wyckoff — Classified Promotion Mgr. — Colo. Res. 1-823-2600
PHONE TOLL FREE—800 525 6030

DO NOT PHONE in response to blind ads. Advertiser names and locations are confidential. Write, showing Ad Dept. No. on your envelope, and your reply will be promptly forwarded

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EMPLOYMENT WANTED 1

BANKER COOK JOB wanted. Experienced and capable. 702/686-3365.

[illegible], EXPERIENCED, conscientious, married, 2 children, seek cow/calf operation. Write Ad Dept. 712 c/o WLJ.

MARRIED MAN, 26, wants good ranch job with future. Experienced, responsible. Write: Rick Jones, Bighorn, MT 59010 (no phone).

GREAT SERVICE EQUIPMENT man, all systems. Layout design to sales from Butcher shop to meat packer. Colorado native. 1 Perry St., Denver, CO 80219. 303/534-3433.

[illegible] YEAR OLD MARRIED couple, [illegible], seeking ranch/farm caretaker position in exchange for unfurnished house, meat, salary. Western California. Write Ad Dept. 702 c/o WLJ.

AGRICULTURAL ENGINEER — Dairy, waste management, heavy duty truck design experience. Resume and ranch background. For resume, contact: Walter Moore, 4523 Wheeler, Winter Moors, CA 94588.

RANCH MANAGER, 33 married, desires permanent position, large ranch preferred. Lifetime experience on all cow/calf operation, feeding, irrigation; AI experience, breeding. Resume and references available. 503/969-1772.

FOREMAN/HERDSMAN available for "established herd; 1 or two children. Prefer unfurnished house. Have practical operation, AI, feeding, general ranch work, doctoring, calving. Location open. Dana Hinn—Freewater, OR 97862. 503/938-7660 between 7-10 evenings.

EMPLOYMENT WANTED 1

FOREMAN/OWNERS — Top-line experience all phases ranching. Prefer southwest. Single, 52, references, prefer personal contact rather than resume. Jack Elkins, 18400 Yorba Linda Blvd., Yorba Linda, CA 92686. 714/524-7220.

MARRIED COUPLE, 40 years old, 30 years experience livestock ranching on own ranch and for others, want foreman or cow boss job. Will give economical management fresh start to problem. Harold Schmidt, P.O. Box 583, Chiloquin, OR 97624.

Word really FLIES when you advertise

HELP WANTED 2

PERMANENT POSITION FOR californian. Must be honest, reliable, experienced. Cow/calf operation. Good house. P.O. Box 757, Hughbanks, CA 95448.

LIVESTOCK FIELDMAN needed to solicit cattle for established Montana Livestock Auction Market. Experience preferred. Write Ad Dept. 714 c/o WLJ.

CATTLE RANCH COUPLE preferred, for somewhat isolated ranch. Modern home, all utilities plus small salary, TV available. Light maintenance capability and some ranching background helpful. Write Ad Dept. 711 c/o WLJ.

FEED CREW DIVISION for feedlot. Must know feed truck operation, front-end loader, maintenance of feed equipment and heavy truck driver. Must apply at office. No phone calls. Have references. Full benefit privileges after trial period. Triple Six Ranch, Inc., P.O. Box 528, Byers, Colo., 8-1/2 miles north of U.S. 36 on Adams 47 (Leader Road).

EXPERIENCED COUPLE, 50 to 60, for all around ranch work on small beef cattle ranch, coast northern California. No children, part time, absentee owner, furnished new mobile home and utilities. References and resume required. No drinkers. Write Ad Dept. 701 c/o WLJ.

PERMANENT MAN FOR feedlot and cow/calf operation. Must know and be capable of feeding, doctoring and calving and maintenance of equipment and facilities. Give detailed employment resume, experience and references. P.O. Box 874, Yakima, WA 98907.

IRRIGATOR FOR SOUTHERN Idaho farming operating. Gravity system with lots of concrete ditches. Top salary with excellent fringe benefits including insurance and retirement programs. Nice home at job site. Winter work includes shop repairs and cattle. Call: 208/934-5362.

NORTH LOUISIANA
I have a place for a good, hard-working man that has the ability to make a place pay it's own way. I have about 1,000 acres working, 300 head of cattle and a small feedlot also, haying equipment. If you are capable and willing to try, write me. Must be at least 35 and married. Send complete resume. This is No. 5 job. Write Ad Dept. 695 c/o WLJ.

HELP WANTED 2

FEEDLOT PEN RIDER—Prefer couple to work together. Year round job on a 10,000 head lot, central Washington. 509/837-4424.

CATTLE 5

LOST LEASE: Must sell our Pinzgauer cattle. C.E. Dickinson, 303/482-3454, evenings.

FOR IMMEDIATE SALE: Purebred, 7/8 and 3/4 Simmental bulls. Visain Simmental, Crete, Neb., 402/826-3422.

Performance Tested SIMMENTAL BULLS
Out of performance tested Hereford cows
DAVIES SIMMENTAL
Box 159 • Deer Trail, CO 80105
PH: 303/822-5341

LONGHORN BULLS FOR RENT. Choice bulls left for June turnout. Hap Magee, Danville, CA 94526. 415/837-7228.

ANGUS FOR SALE
Big Registered 2-year-old Bulls
Inspected
THE Canadian Influence Herd
CHESTNUT VALLEY RANCH
Carl Oberg
Torrington, WY 82240
PH: 307/532-5930

FOR SALE: Registered, yearling Angus bulls. 100 big, sound, growthy yearlings from nationally recognized sires. Priced to sell. 417/329-5329.

DEVON BULLS
Eliminate calving problems—increase weaning weights—30 bulls to choose from.
EASTERTIDE RANCH
Sill, CO 81652
303/876-2400

RUGGED, REGISTERED range bulls, raised in hills. Yearlings two's and 3 coming. Call: Jack Hinkle or Bill Porter, noon or evenings. 406/846-1501.

BULLS: Registered black Angus. Big, growthy and healthy herd. Excellent bloodlines.
HEIFERS: Selected and open. Some artificial insemination.
CRESCENT BAR RANCHES
Davis, OR 97441
308/473-2172 or 423-7079

ANGUS COWS, 25 pair, calves by Emulous sires, 18 fall calves bred to son of Dynomo. Average age 5 years. 20 heifers, 10 months to 2 years. Emulous and Wye breeding. Circle Moore Rd., Lincoln, CA 95648. 916/645-2768.

FOR SALE: SIX 75% Limousin bulls; 75% Limousin heifers bred to Tulsa; club calves. Tri-J Cattle Company, Bill Jones, P.O. Box 155, Firebaugh, CA 93622. Office: 209/659-2211; after 8, Carroll Rowan, 209/659-3514.

50 RED ANGUS BULLS
Leachman Cattle Co.
Billings, MT 59102
Jim 406/656-8583
Bill 406/656-8743
Ranch 406/259-5101
Also 20 Black Angus Bulls

HOLSTEIN SPRINGING heifers, open and bred heifers. Holstein and beef cross calves, 2 to 24 weeks old. Delivered to your farm on approval. Hrdlicka Bros., Rt. 7, Chippowa Falls, WI 54729. 715/723-1171, office; 723-9158, residence.

THE SECRET IS OUT!
The best kept secret of the Beef industry is out! Red Polls have been "Modern" Beef Cattle for years. Excellent carcass quality, high rate of gain and ease of calving have been characteristics of the breed for years. Write for information:
RED POLL
BEEF BREEDERS INTERNATIONAL
Ross, Ohio 45061

BECAUSE OF DROUGHT—for sale: 100 pair F-1 Hereford/Brown Swiss cows, percentage Limousin calves by side and breeding back Limousin, ages 3-7, good condition, February-March calves big and fat. 50 Hereford/Red Angus F-1 pairs with Limousin calves by side and bred back to Limousin bulls. 100 pair Hereford cows, Hereford calves at side, now breeding Limousin. 2 and 3-year-olds. 503/523-2097; 503/523-2082. Call early morning or evenings.

FOR SALE: 18 two-year-old registered horned Hereford bulls, dams and sires of these bulls come direct from British Columbia, and are the big, rugged type. These bulls and their dams and sires never had a fork full of straw or hay all winter, so are worth the kind a look at. These bloodlines are quite new here as many were also imported from England. These bloodlines have won many championships in Kamloops, Bull Columbia, Canada, as well as others. LLE Ranch, Melvin Kohler, manager, Kidder Ranch, Merritt, Canada, phone [illegible]

CUSTOM SERVICE 2B

Ranch Management and Consulting Service
FIVE YEARS as resident manager on large cattle, hay, grain and grass seed operation.
THIRTY-FIVE YEARS as County Extension Agent (diversified).
B.S. and M.S. in ANIMAL SCIENCE
Farm Management • Rural Appraisals • Range Management & Marketing
Member, American Society Farm Managers and Rural Appraisers
Resume on Request
Petersen Ranch Management Service
Ray O. Petersen • 503/882-1514
2340 Watson • Klamath Falls, OR 97601

CATTLE 5

CHAROLAIS BULLS
Purebred Horned and Polled • 15-36 Months
Performance Tested • Delivered Anywhere
RAIL CANYON RANCH • PAUL DOWNEY
Box 868 • Adin, CA 96006 • 916/299-3475

FOR SALE: 9 two-year-old, registered horned Hereford bulls. King Don bloodlines. McGeary Hereford Ranch, Elk Grove, CA 95624. Phone: 916/685-3194, after 8 p.m.

FOR SALE: REGISTERED and commercial Hereford bulls. Marvin Stuthelt, Route 1, Norton, KS 67654. Phone, 913/927-3721.

SIMMENTAL BREEDING stock for sale. Also, service age Charolais, Maine-Anjou and Angus bulls for sale or lease. Stan Basford, 503/567-9035, Hermiston, Oregon.

FORCED REDUCTION SALE: Grandson of CMS "Duke" with 7 registered Angus cows with calves and 4 yearling heifers. Ranch near Merced, California. Call: 209/343-0808, evenings.

FOR SALE: REGISTERED Black Angus cows, calves, heifers and young bulls. Priced as to age and size. Valley View Ranch, 21351 Walnut, Lake Elsinore, CA 92530. Phone: 714/674-4279.

BEEFALO BREEDING STOCK: one for sale at Box Bar Ranch, Rio Verde, AZ 85263. Phone 602/837-1003 Or Beefalo West, 181 and Center, Casper, WY 82601. Phone, 307/235-1011.

10 TWO-YEAR-OLD and 20 yearling Angus bulls for sale. Complete performance records. Guaranteed breeders. Contact: Lynn or Randall Pope, Pope Ranches, Merrill, OR 97633. 503/798-5061.

AVAILABLE FROM THE top of the herd quality—100 outstanding, performance and fertility tested, selected big, sound and growthy registered Angus long yearling bulls. All sired by nationally known high-gaining performance herd sires. Full data available. All fully guaranteed "to go and get the job done." Priced to move. Delivery arranged. Southern Star, Marshfield, MO 65706. 417/326-5329 or Cassoday, KS 66842. 316/735-4412.

TRY CLASS ADS

DOGS 9

RANCH RAISED PUPPIES: mother registered Catahoula Leopard; father half McNab/Leopard. These dogs are lead dogs—are used for tracking down cattle in mountains, brush country, as well as, driving wild, unbroke cattle. Our dogs work cattle and pups are guaranteed to work. $50. Phone: 916/966-5122. Ede Mae Selvey, Box 187, Elk Creek, CA 95939.

Word really FLIES when you advertise

AUCTIONS 10

WONDERFUL WYOMING
BIGHORN MOUNTAIN
"High Country"
LAND AUCTION
Friday • JUNE 17 • 10:00 a.m.
Unprecedented Opportunity to BUY
DEEDED ACRES on TOP of the MOUNTAINS
37 miles west of Buffalo, Wyo.
1,071 DEEDED ACRES 1,071
FIVE 40 ACRE PARCELS
Selling without reserve • Each with running stream
Also offered will be:
TWO 400 plus ACRE PARCELS
Each with trout stream
13 miles from Meadowlark Lake and ski resort—6 miles from Cloud Peak Wilderness Area—in Big Game area—over 100 lakes within 20 miles.
Auction will be held at CROSSROADS INN • Buffalo, Wyo.
Call for Brochure
WILLIAM B. LONG, Owner
R.A. "DICK" MADER & ASSOCIATES
Realtor — Auctioneers
PH/307/682-3682 • Box 609 • Gillette, WY 82716

CUSTOM SERVICE 2B

FOR SALE: PURE Chianina bulls, service age. Big C. Ranch, R.R. #1, Cochrane, Alberta, Canada T0L 0W0. 403/932-2782; 288-1196.

CHIANINA—Raise your own club calves. The hottest crossbreds in the nation 1/2 cows and 3/4 Black bulls. 40 head calve in fall. 808/372-4477.

POLLED CHAROLAIS BULLS
Two-years old, good growthy bulls. Sires of Res Sir Royal Sam 2017, who is the son of the famous LCR Sir Royal Sam
Donald Hartness
Gwinner, ND 58040
PH: 701/678-2728

FOR SALE: THREE full-blood Simmental bulls. All from import cows. From Extra, Abricot and Moll #2. Contact Gayle Surry, Whitehall, MT 59759. Phone: 406/287-3255.

FOR SALE: POLLED, beefy, gentle Brahman bulls. One year-old herd bull; two 3-year-olds, four 2-year-olds; eight 1 year old bulls. Priced to sell. 6710 Ta. Del Rey, Clovis, CA 93612. 209/299-5036, Jack Strange.

Registered
SCOTCH HIGHLAND HERD
Quality animals for sale—26 cows, 4 bulls, over 20 calves plus more coming. Will sell entire group only.
Inquiries 214/563-2402
Evenings only

DOGS 9

FOR SALE: STOCK DOGS. 2 5 month old female Kelpie/Queensland Heelers; 11-1/2 year old male Kelpie. Call: 805/488-7801.

McNAB PUPPIES — Registered — Cow/Hog dogs — Guaranteed workers — $100 Bud Carolyn Roberts, Espanto, CA 95627. 916/787-3088.

8 WEEK OLD Blue Heeler/Australian cross pups. Ranch raised, guaranteed to work. Contact: Dan Seiler, Livermore, Colo., 303/493-7026.

HUNGARIAN KOMONDOR guard dog. Killing wolves, coyotes. Puppies. Mrs. Zoltan Hegyell, 5895 Edna Ave., Las Vegas, NV 89102. 702/876-1245.

CATAHOULA LEOPARD/Queensland Blue Heeler cross cattledog pups. Females $25; Males $50. Guaranteed workers. H-4 Polled Hereford Ranch, 209/299-6220.

AUCTIONS 10

PINE TREE CATTLE CO.
Realtors—Managers
Cattle Brokers
Equipment Leasing • Auctioneering
209/784-1000
P.O. Box 580
Porterville, CA 93257
In Northern California
Call: Bo Lacque
916/865-5105 or 865-3128
154 East Walker
Orland, CA 95963

Arnold Agency
3,022 Ac. Merced Co. grain land. Suitable for trees, v

PACIFIC Farms, Ranches 13

400 ACRES
Good irrigated stock ranch with feedlot, 3 homes. $450,000.
STOCKDALE-YOUNG-WIGHT
Ranch Sales and Exchanges
P.O. Box 614 • Ellensburg, WA 98926
PH: 509/925-9881

KLAMATH COUNTRY. 166 acres. Sprinkler irrigated. Cropland. $175,000. Jim Hammond Real Estate, 435 Main, Klamath Falls, OR 97601. Phone: 503/882-3959.

OAKDALE, CALIFORNIA CATTLE RANCH
7700 acres, 600 clover, balance native grass. Call: Red Avila or Harley May, California Ranch Brokerage, 830 N. Yosemite, Oakdale, CA 95361. 209/847-2222; evenings, 209/847-4662

RUN 400 COWS and 400 yearlings in SE Ore. Raise your own feed with potential for developing much more. $425,000. Low down, long terms. Call: 503/493-2339 for details.

DESERT CATTLE RANCH
3600 deeded acres, 15,000 acres BLM, 75 AUM's, near Prineville Reservoir. $200,000, 20% down. Call: Robert Morris at Robert Morris & Associates, Realtors, Bend, Ore., 503/389-3956.

PROSPECTS and BROKERS may be interested in your property, but they have to see it here before they can contact you. Let WLJ bridge the gap!

SISKIYOU COUNTY
Scott Valley
Beautiful mountain ranch secluded but not isolated. 130 acres nearly all irrigated, perm. pasture. Free gravity water. Nice 3 bedroom house, large fireplace. 3 room caretaker cabin. Price: $160,000 by owner
PH: 916/467-3656

160 ACRES—126 ac water right, 70 ac barley, 26 ac alfalfa, balance in pasture, fenced 2600 ft. gated irr. pipe, barn, loafing shed, 2 granaries. 3 BR home, carpeted, 1-1/2 baths, electric heat. Price $160,000, terms. Call: 503/473-3346 or write: Charlie Powelson, salesman/owner, Rt. 2, Box 240, Vale, OR 97918. Clarence F. Hyde, Broker, 795 Willamette St., *Eugene, Oregon.*

SAN JUAN ISLANDS
Name your own island in the beautiful San Juan Islands. 35 acres with 8,000 ft. of waterfront. High to medium bank with small coves and inlets. Covered with large old fir trees. Island is situated in the protected Sucia Island Group. $250,000
CHERIE L. LINDHOLM
REAL ESTATE
P.O. Box 66
Eastsound, WA 98245
206/376-2202
Eves.: 376-4445; 376-2375
376-4246

10 ACRE HORSE RANCH near Davis. Good irrigation well, 13 stalls, tack room, feed and bedding bins, hot walker, round pen, 110 ton hay barn with feed sheds; 2800 sq. ft., 4 bedroom, 2 bath, all electric home with heat pump, loads of storage, carport and shop; good domestic well, large shade trees, kennel with 3 runs on concrete. 8 miles from UCD Veterinary facilities. $167,000. Contact: Bob Manelis, Arnold Real Estate, 231 D St., Davis, CA 95616. 916/758-3080.

PACIFIC Farms, Ranches 13

PACIFIC Farms, Ranches 13

PACIFIC Farms, Ranches 13

OREGON • *John Day Country*
A CATTLEMAN'S RANCH meeting the demands of today's needs—
Location, condition, price, terms and diversification.
May we invite your attention to the following oldtime reputation cattle ranch:
- RUNS 1,000 HEAD on cow/calf basis or 700 cows + steers + heifers to three years.
- 12,255 DEEDED ACRES—Critically important with today's trends.
- 14,000 ACRES BLM—Controlled through water on deeded land.
- 2,500 ACRES presently leased from timber company—Originally 10 year lease, 5 years remaining.
- LAND IS CONTAINED in one large block providing easy movement of cattle, no hauling required.
- CLIMATE—Exceptionally mild winters, pleasant summers.
- LOW ELEVATION—Approx. 1900' at headquarters—Elevation at summer timber pastures approx. 5,000'.
- LONG GROWING SEASON—Approximately 190 days.
- RAINFALL—14" to 18" in higher elevations.
- HAY—Growing alfalfa, grass and oat hay (can raise 2 crops of oat hay on the same ground in the same season).
- IRRIGATION—Approx. 700 acres (several hundred more acres could be developed at low cost).
- FREE WATER—John Day River flows through ranch for 6-1/2 miles.
- RANGE WATER—Abundant water over entire range—Over 70 developed springs + numerous creeks.
- IMPROVEMENTS—Well constructed, large 6 bedroom, attractive older owners home + several employees homes. All in excellent condition surrounded by attractive gardens, fruit trees, apples, peaches, pears, apricots, plums, grapes.
- SEVERAL BARNS—Complete corrals, scales, etc.
- SCHOOLS—School bus to door.
- HUNTING and FISHING—Deer, elk, trout, birds, in abundance.
- GOOD SET OF young Hereford cows at market price.
- LOW TAXES—$5,100.
- PRICE—$1,225,000—Owner will finance at popular interest rates.

Call or Write: DICK ELLIOTT
ARNIE SWARENS TOWN & COUNTRY REALTY
P.O. Box 587 • Bend, OR 97701
PH: 503/382-3333 • 503/382-3672, evenings

A VERY RARE BUY—505 acre ranch for 500 cows and a feedlot for 2,000 head, north of Sacramento, on terms. This is a must see property under Williamson Act coverage (Placer County). Royce Dunn, Realtor, 3209 Colusa Hwy., Yuba City, CA 95991. 916/674-5008.

SOUTHWESTERN OREGON SHOWPLACE
1,000 acres, live creek, ponds, set up for cattle. Two homes, top quality buildings. Offered for immediate sale at $600,000, terms
RETIREMENT RANCH
356 acres, mostly wooded, will handle small herd, good home with river view. Excellent value at $182,400.
FULL SERVICE REALTY, INC.
Rt. 1, Box 1342 • Roseburg, OR 97470
PH: 503/672-5541
or 673-8362

1. 280 ACRES NEAR Inskip Caves, $150/acre. Owner financing. 2. Also, 10 acres, 4 bedroom home, barn, swimming pool, $61,000 3. Two 11 acre parcels, with or without mobile home. 4. 20 acres, 3 bedroom home, barn, irrigation well, near Proberta, $58,500. All in Tehama County. Zack Farmer Real Estate, Realtors, P.O. Box 753, Red Bluff, CA 96080. Accredited Farm, Land Broker.

FALL RIVER VALLEY RANCH
Shasta County, Calif.
- 1710/Ac Deeded.
- 495/Ac Irrigated.
- 210/Ac Potential Irrigated Land.
- Balance Timber, Meadows, Range.
- Plus Permits.
- Rated 650-675 Cows.

WESTERN FARM MANAGEMENT COMPANY
Box 608 • Cottonwood, CA 96022
PH: 916/347-3614

INTERMOUNTAIN Farms, Ranches 13

FOR SALE: Cattle Ranch
Semi desert operation. No winter feed. Excellent farm land potential. 800 head capacity.
Call: 702/738-6270.

FOR RANCHES—Cook Real Estate, Box 127, Salmon, ID 83467. Phone 208/756-2524. Licensed in Idaho and Montana

FARMS AND RANCHES
Free Brochures on Request
Don Withers/Bill Knipe
Ranch Brokers
ROBISON REALTY, INC.
Dial 208/345-3163, day/night
Suite 715, Bank of Idaho Bldg.
POB 2816, Boise, ID 83701

NEVADA'S LOVELIEST VALLEY
Spectacular view High Sierra's, 30 acres pasture, near Reno, 11 year old classic ranch home, 5 car garage, 5 stall barn, tack room, etc. Ample water. Excellent condition. $350,000. Pete Walters Real Estate, 702/323-4123. 519 Forest St., Reno, NV 89509.

BLIND BOX ADVERTISERS: By the word ads, count 5 additional words AND include $1.50 PER INSERTION for cost of forwarding replies.

649 ACRES
Row crop, beets—potatoes—beans. Gravity and sprinkle irrigated from the Snake River. Large potato cellar. Management or lease back available. Consider escrow exchange. $1,160,000. FENWICK REAL ESTATE, Owyhee Hotel, Boise, ID 83702. 208/342-6473. Bob Angell, 208/342-7701; eves., 208/344-8128.

ZION NATIONAL PARK
Eleven hundred choice acres, located 13 miles south of Cedar City, Utah, adjacent to Interstate Highway 15. Flat and level. Bounded one side by Zion National Park. Beautiful setting. Ground cover of brush and oak. Partially cultivated. Both surface and underground water rights for approx. 290 acres. Priced reasonably at $700 per acre. Terms can be arranged. P.O. Box 180, Cedar City, UT 84720 or 801/586-9483.

RAISE FEED
120 acres hay, grain and pasture. Good deep soil, low cost sprinkler irrigation, 4 BR home, barn and concrete feed bunks. Price: $185,000.
1,100 ACRES
Row crop, mint or feed. 950 acres irrigated from private wells, adequate water. Lots of concrete ditches, large level fields. Large feed lot, dairy barn, shops and outbuildings. Three homes. Close to Boise.
IDAHO PROPERTIES
326 N. Orchard, Boise, ID 83704, 208/375-3750
Evenings: Elden E. Gray 208/375-0691

FOR SALE
Two (2) adjoining farms—One 400 acre at $300 per acre. One 240 acre with 130 acres in alfalfa at $375 per acre, 110 acres at $300 per acre.
- Will sell separately.
- 3 wells and pumps
- 1 diesel motor
- Sprinkler system
- Electricity available
- Owner will finance at 6% interest.
- Terms are twenty (20) per cent down. First two (2) years interest only.

GUY A. GULLEY
Real Estate Broker
Box 1064 • Ely, NV 89301
PH: 702/289-4682

INTERMOUNTAIN Farms, Ranches 13

IDAHO MONEY MAKER
Runs 440 cows plus replacements and bulls and 3,000 ewes plus lambs and bucks. This combination ranch consists of 5,291 deeded acres (700 irrigated), 4 Forest permits and excellent BLM sheep winter range near Rock Springs. Plenty of water—live stream and shallow wells. Headquartered in a beautiful valley at Raymond, Idaho. 90 miles south of Jackson Hole, 170 miles north of Salt Lake City, 30 miles northeast of Bear Lake. School bus and garbage pick-up. Grossed $230,000 in 1976 with depressed cattle prices. Operating expenses of $117,000. Asking $810,000 for ranch ($810 per AU) with $170,000 down—balance in 15 years at 7-1/2% interest—annual payments of $76,000. This operation could net an experienced rancher, $30-$35,000 per year at today's prices after expenses and debt service. Above terms available only to qualified buyers. Livestock, machinery and hay will be available on separate cash basis—November possession
CALL PAT BATES, Ranch Specialist
801/376-4428, evenings
IVORY AND COMPANY
151 South Main Street
Salt Lake City, UT 84111
Telephone: 801/531-7700

Classified Ads Really Work . . .
Let Them Work For You!

NEVADA CATTLE RANCHES
300-12,000 Head Outfits
* *
CATTLE EMPIRE & FARMING OPERATION
50,000 acres DEEDED LAND with 10,000 acres FARMLAND. Approximately 700,000 acres rangeland—BLM & Forest. Water from springs, creeks, reservoirs & wells. Close to town. Good climate with long growing season. Cutting 20,000 tons of hay. Ran over 15,000 head of cattle in 1976. Priced at $11,600,000.00 (Cattle at market price).
* *
5,000 head outfit on paved highway. 35,000 DEEDED ACRES. 7,000 acres under irrigation (more can be developed). Large BLM allotment with crested wheat acreage. WATER from springs, reservoirs, 7 creeks and 11 wells. 5,000 head grown cattle + replacements & calf crop. GOOD headquarter buildings. Equipment. Excellent depreciation factor. Priced at $4,500,000.00. Cattle available at market price.
* *
14,000 DEEDED ACRES. 2,000 meadowlands, 500 alfalfa, 500 grain, balance rough pasture, much of which can be developed for cultivation. Water from creeks, reservoirs and wells with sprinkler system. 20,000 AUM's with 3,000 head of cattle on ranch at present. 500 head WINTER PERMIT. Plenty of hay. Good machinery. Priced right on today's market at $2,000,000.00 with over $1,000,000 built in financing at low interest rate. Cattle at market price.
AMERICA MUST FEED HER EXPANDING POPULATION
For these and other Nevada Ranches
JACK UTTER
Licensed Real Estate Broker
702/323-1026 • P.O. Box 337 • Reno, Nevada 89504

KLAMATH COUNTRY
May trade for commercial or income property, a large boat or airplane. 820 ACRES with about 450 acres irrigated. Had 300 acres of alfalfa planted last year. Plenty of irrigation water from 2 wells. All sprinkler irrigated and all the sprinkler equipment is included with the ranch. Can grow hay and run cattle. Two homes and other buildings. $450,000
259 ACRES—One mile river frontage. 75 acres now cutting grass hay. Approx. 55 acres can be further developed, balance in pasture. Most of the land suitable for alfalfa. Good set of working corrals, excellent duck and geese hunting. $180,000.
BRUCE OWENS REALTOR
520 Klamath Avenue • Klamath Falls, OR 97601
Office: 503/884-3128
Eves., John Cameron 882-8538 • Don Kirkpatrick 884-9766

KLAMATH COUNTRY. 1800 acres irrigated cropland. Excellent improvements. Oregon corporation. All real estate and equipment. Jim Hammond Real Estate, 435 Main, Klamath Falls, OR 97601. Phone: 503/882-3959.

5 SECTIONS TULARE COUNTY planted to alfalfa and barley. $785 per acre including equipment and crop. PEELMAN REALTY CO., INC., 3315 W. American Ave., Fresno, CA 93706. 209/485-4430.

★ WORKING HORSE RANCH and TRAINING FACILITY ★
Approx. 150 acres—Six 5 acre pastures, 25 paddocks (60x90). All fenced and watered by rainbirds. Training track (5/8 mi.), starting gate, show ring and judges stand. 2 barns containing 32 stalls with all necessary facilities. Numerous other buildings—hay barn, shop and equipment included. There are 4 houses including the owners (2400 sq. ft.) and 2 mobile homes. This is a unique offering. Set up and ready to go as a business operation near Perris Lake, Calif. An outstanding value for a purchase price of $875,000.
For further information, please call John W. Rorley. Evenings and week-ends, 714/637-3967.
ECKHOFF AND ASSOCIATES, INC.
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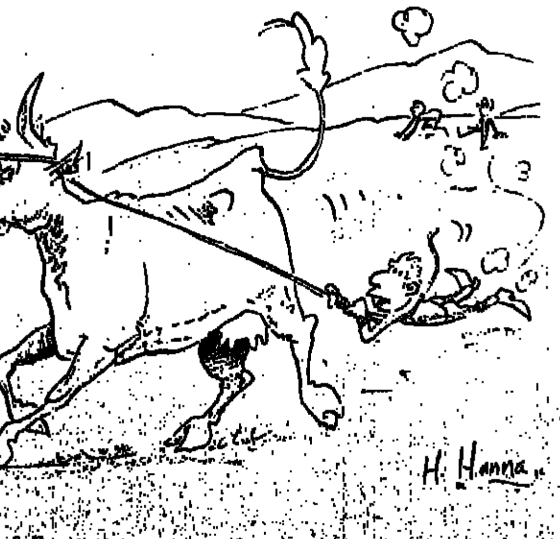
714/632-2530 • 541-2621



"Dig in fellas—she seems to be gainin' the advantage!"

INTERMOUNTAIN Farms, Ranches 13

MOUNTAIN MEADOWS. Need a place to summer 520 acres of meadows, approx. 300 irrigated. Cabin, barn and corrals. Near Donnelly, Idaho. $5,0,000. Immediate possession. EL RANCHO REALTY, 1002 Blaine, Caldwell, ID 83605. 208/454-8669.

500 COW
and carry over the calf crop until August or 750 cows the year around. All deeded ranch located near Sun Valley, Idaho. $850,000. FENWICK REAL ESTATE, Owyhee Hotel, Boise, ID 83702. 208/342-6473. Call: John Bastida, 208/375-1912, evenings.

MOUNTAIN Farms, Ranches 13

FOR SALE: 600 acre farm with feedlot. Approximately 300 acres cultivated, dependable water. 2 modern houses. 6 miles north of Montrose, Colorado. Phone: 303/249-5652 or 641-0683
TRY CLASS ADS

MUST SELL RANCH MAKE OFFER
The asking price is $625,000 (consider offers) for a 500 cow unit ranch which can be largely run by one man. It's out of the wind. Has 5 miles of river. Very good improvements. Self supporting. Short feeding period in a beautiful valley setting. Call Frank at (303) 598-4878. Any day or night. FRANK McCLERNAN. Many ranches

MOUNTAIN Farms, Ranches

RAVENWOOD ARABIAN RANCH. 102 acres deeded (flood irrigated). Real nice [illegible] sq. ft., one story home [illegible] basement, good big shop, horse barn, granary, hay [illegible] machine sheds, stud shelter, creek in pretty setting near [illegible] Montana. A real buy at $225 [illegible] Hank Deschenes, Ranch [illegible] Land Broker, 3709 Brooks [illegible] D, Missoula, MT 59801. Ph. 406/728-0610

Heritage River Ranch Stocked, Equipped...
See PICTURES in catalog! In [illegible] family for 70 years, this [illegible] Montana ranch covers 2,421 deeded acres plus 2,560 acres Railroad and Forest Service allotment [illegible] frontage on TROUT RIVER! [illegible] Good mountain and foothills pasture, valley meadows for wintering; 285 acres irrigated hayland [illegible] Kept 11 ROOM HOME, 4 bedroom, bath, spectacular view! [illegible] 2 large cattle sheds. Comes with foundation herd of 135 broodcows [illegible] bulls, 5 saddle horses [illegible] tractors, other machinery. [illegible] one third down, owner financing [illegible] low 7 per cent interest.
FREE 2/2-page SUMMER Catalog! Describes over 2,500 top [illegible] 40 states
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Denver, Colo. 80206
Ph. TOLL-FREE:
1-800-821-2599

SOUTHWEST Farms, Ranches

477 ACRES—NEW MEXICO [illegible] irrigation, pasture, improvements with or without machinery [illegible] farm 1-40. 5849 E. Humm[illegible] Lane, Scottsdale, AZ 852[illegible]

ARIZONA—MOHAVE CO. [illegible]—Old time working cattle [illegible] 21,322 deeded acres plus [illegible] leased acres, close to [illegible] State Hwy 93. Good [illegible] interview or details, [illegible] Virginia Nelson at Jean [illegible] Realty, 114 Tucker, Kingman, AZ 86401. 602/753-55[illegible], 602/753-3769.

CATTLEMAN'S PRICE
350+ head outfit on Forest [illegible] Excellent water from springs [illegible] tanks. Wells on the [illegible] haven't been used in years [illegible] grass and browse country, [illegible] timber. Public electricity [illegible] and T.V. reception at headquarters [illegible] Fenced and cross-fenced [illegible] holding pastures. Good terms [illegible] substantial down
CONTACT:
[illegible] N. Cortez, Suite 213, Prescott
gardner & associates
RANCH BROKERS
602/445-1101, any time

800 HEAD PERMIT (approx.) goes USFS [illegible] includes cattle, improvements, equipment, deeded [illegible] $725,000 with good terms [illegible] 4% assumable mortgage [illegible] Camp Verde, Arizona. Gold [illegible] Realty, P.O. Box 1342, Camp Verde, AZ 86322. 602/567-[illegible] 567-3134.

PLAINS Farms, Ranches

MISSOURI BOTTOMLAND. Finest in state. 1676 acres [illegible] tures and crops. 600 acres [illegible] and 800 acres soybeans [illegible] River and streams [illegible] trolled. Two good homes [illegible] urious owner's mansion. [illegible] barn (seats 500), machine [illegible] more. $2,080,000. Owner [illegible] nanced. Smaller acreage [illegible] able. Request picture [illegible] B-K Realty, Box 268, Mt. Vernon, MO 65712. Ph. 417/466-7282.

CANADIAN Farms, Ranches

1343 ACRES
FRASER RIVER BENCHLAND
Very good growing area. [illegible] deeded, 840 acres leased. [illegible] and other outbuildings. [illegible] should carry 200-250 cows [illegible] fence. Three creeks through property. Asking $280,000 with [illegible] able terms.
Contact: Don Howlett
WALL & ASSOCIATES REALTY LTD.
377 St. Laurent Avenue
Quesnel, B.C. Canada
PH: 604/992-8665
Evenings: 992-5524

RANCHES FOR RENT OR LEASE

FOR LEASE: 300-cow [illegible] ranch and cattle [illegible] rancher; also, winter [illegible] Owner retiring. 209/724-[illegible] 916/743-7292.

WHEN FIGURING [illegible] your ad, count your [illegible] ber as one word.

Witnesses testify wild horses, burros damaging to environment

Witnesses from both the U.S. government and the business sector told a Senate energy and natural resources subcommittee that wild horses and burros are far in excess of manageable numbers and are competing with other wildlife and domestic livestock for food and water in a "crisis" situation.

Bob Wright, on behalf of the American National Cattlemen's Assn. and the National Wool Growers Assn., said excess wild burros and horses "should be removed from public lands on an emergency basis." He said the wild Free-Roaming Horse and Burro Act, enacted by Congress in 1971 to protect horses and burros from capture, branding, harassment or death, should be revised or amended soon to repair damage created by their excess numbers.

Guy Martin, assistant Interior Department secretary for land and water resources, said the current drouth problem in the west, particularly in the intermountain area, "is rapidly bringing these problems to a crisis." He said enforcement of the act is a major problem because of the limited personnel for enforcement work and the inaccessible character of much of the terrain inhabited by wild horses and burros.

Senator Bob Packwood (R-Ore.) said that with severe western drouth conditions, wild horses are polluting scarce watering holes and are destroying dry range grass with their hooves at a much faster rate than grazing of domestic livestock.

ORGANIZERS—Don Hansen, (left), Lincoln, Calif., discusses his Birdseye operation while American Polled Hereford Assn. coordinator Norman Newell looks on. They were key organizers of the California Polled Hereford Assn. tour May 14. (Staff photo by Don Doris)

RANCHES OR PASTURE WANTED 15

WILL PAY TO $1500/unit for good 200-500 cow ranch. Cash. Write Ad Dept. 713 c/o WLJ.

300 COW UNIT, prefer Oregon. Lease option. Excellent references. Take possession by September 1. Dwight Bailey, P.O. Box 371, Glide, OR 97443. 503/496-3452.

RANCH WANTED—Will pay $300,000 ($100,000 down) for going cattle operation in northern California or Oregon. Must be viable operation opportunity. Write Ad Dept. 710 c/o WLJ.

WANT TO SELL YOUR RANCH?
Idaho—Oregon ranches needed for qualified buyers. Large or small ranches.
If you are thinking of selling, please call or write. Our 30 years of experience is available to you
BAKE YOUNG REALTY
P.O. Box 980 • Nampa, ID 83651
208/466-3524; eves., 466-2103

REAL ESTATE FOR TRADE 16

2,000 ACRE DRYLAND wheat ranch in eastern Oregon for 200-500 head cow/calf operation. Write Ad Dept. 707 c/o WLJ.

PASTURES AVAILABLE 17

PASTURE FOR RENT—150 [illegible] res, 80 acres irrigated. Bangor, California area. Phone: 916/679-[illegible]

[illegible] ACRES IRRIGATED pasture for lease, 10 miles southeast of [illegible]ton, California. Excellent feed. [illegible]rb Gunn, 265 Kaanapali, [illegible]pa, CA 94558. 707/226-6949.

MOUNTAIN PASTURE available for 200-225 pair, year round in Mendocino County. Plenty of feed and water. For information, call 707/459-4840 or 707/459-[illegible]

HAY, FEED, SEEDS 18

FOR SALE: HAY—$60 to $100 per ton. 707/965-2258 or 707/965-2259.

BUSINESS INVESTMENTS 19

OPERATE YOUR OWN telephone answering service from home. Start with less than $60 [illegible]. Grow to gross minimum [illegible],000. Unique method. Send for full instructions or write: [illegible] Publishers, 1880 Vine St., Suite 1103, Hollywood, CA [illegible]. Satisfaction guaranteed.

Let Them Work For You!

BUSINESS OPPORTUNITIES 19

FOR SALE: SALE BARN doing big horse sales twice monthly. Bad health reason for selling. Rolla Auction Co., Rolla, MO 65401. 314/43[illegible], 364-7090.

TO BE ANONYMOUS use a WLJ Ad Dept. number. Word ads: count 5 additional words and include $1.50 PER INSERTION for cost of forwarding replies. Display ads: include $1.50 PER INSERTION.

MACHINERY AND SUPPLIES 20

FARMHAND 714 feeder box with heavy duty running gear and tires, $1200. Farmhand 10 foot hay basket with double set of steel teeth and push-off. Like new. For chopped or loose hay, $600. Phone: 916/667-6088.

LOST AND FOUND 26

ESTRAY CATTLE

The California Bureau of Livestock Identification, 1220 N Street, Sacramento, CA 95814 is processing the following estray animals under the provisions of the Hide and Brand Law. We are seeking information that will help us find the rightful owners of these animals.

Estray #77E-71
BWF cow 750# aged
Red hfr 600# 1 yr.—no brands
lh

Estray #77E-81
WF cow 900# 5 yrs.
WF str 375# 5 mos.—no brands
lh

Estray #77E-73
2 WF cows 900# ea. 11 yrs.
BWF calf—no brands
4X rh L-D lr

Estray #77E-87
WF cow 800# 8 yrs. +
WF calf 170# 6 wks.—no brands
N rh DR lh TC rr RE rs SI rs

Estray #77E-67
Hrfd str 900# 2 yrs.
JT lh

Estray #77E-00
WF hfr 700# 1 yr. +
P rh

Estray #77E-92
Blk hfr 800# 18 mos.
J lh

Estray #77E-72
WF str 540# 1½ yrs.
R rh V rh

NO BRANDS or EARMARKS
Estray #77E-69—Hrfd/Char X str 430# st. yrlg.—This steer was taken up at the Harvey Bear Ranch, San Martin.
Estray #77E-77—Blue Roan hfr 950# 3 yrs.—This heifer originated at John Gill's Sloughhouse.
Estray #77E-86—BWF cow 1100# 4 yrs.—This cow originated at the Talbott Sheep Co., Los Banos.
Estray #77E-88—Blk cow 900# 3 yrs.; Brangus bull calf 850# 1 yr.—These animals originated at the Tejon Cattle Co. range southwest of Los Banos.
Estray #77E-89—WF hfr Approx. 500# yrlg.—This heifer was taken up on Vineyard Road, Elk Grove.

PLEASE CONTACT US AT 916/445-8108
If you have any information that would assist in identifying the owners of the above cattle.

BUYS BULLS—John Galley, Nucla, Colo., was a bull buyer at the recent Triple C Red Angus Sale, Montrose.
(Staff photo by Jerry York)

Ralston Purina to buy Stratford of Texas, Inc.

Ralston Purina Co., has announced it will purchase the agricultural assets of Stratford of Texas, Inc., now operating under Chapter 11 of the Federal Bankruptcy Act. Ralston will pay $35 million in cash, and non-negotiable non-interest bearing 10-year promissory notes worth about $12 million, subject to adjustment.

The sale must be concluded by Stratford stockholders at the Aug. 8 annual meeting, and is subject to no major changes in Stratford's financial situation during that time and confirmation of a court consolidation plan for Stratford by June 6.

Stratford filed the consolidation plan including the Ralston sale with the court on May 3. The Ralston notes would be distributed to two of Stratford's major creditors, while about $25 million of the cash would go toward paying secured creditors, and claims and costs of administration. An additional $7.2 million of the cash would go to unsecured creditors.

Under the plan, Stratford will pay in full claims under $1000; 35 cents for each $1 of debt held by cattle investors, and about 58 cents per $1 of debt by other general, unsecured creditors.

Stratford also plans to ask its stockholders for a complete liquidation of the company.

Miller—sagging prices can't be blamed on excessive numbers

Currently sagging cattle prices cannot be blamed on excessive cattle numbers, according to Leon Miller, Eagle Pass, Texas, chairman of the Feeder Advisory Council of the American National Cattlemen's Assn.

Miller said he thinks feeders are doing an excellent job of marketing cattle. Total feedlot numbers are down from those of a year ago, and potential beef supplies are even lower because of the high percentage of heifers in the feedlots. Marketings, he said, continue to exceed placements, indicating excellent cattle movement.

Miller said, "The decline in cattle prices while feedlot numbers decrease is even harder to understand when we see hog slaughter at levels 15% over last year and hog prices increasing 13% in the last four weeks."

He said he thinks neither current cattle prices nor hog prices make economic sense.

If the beef industry continues to move cattle through the feeding process in an orderly fashion, he said, a normal supply-demand relationship soon will justify higher cattle prices.

JULY ALL AMERICAN—James Grote, (left), manager of Granite Hills Ranch, Llano, Texas, and Ray Martin, Western Livestock Journal field editor, discuss the forthcoming All American Junior Hereford Field Day to be held July 28-29 at Granite Hills.
(Staff photo by Mack Jones)

MACHINERY AND SUPPLIES 20

1966 FORD 6000 tractor, 1967 Hesston 500 14' swather, 1975 New Holland 336 baler, 1974 John Deere 346 baler, 1976 New Holland 1033 balewagon. All equipment in excellent condition. 303/646-4514.

FENCE POSTS 21

RAILROAD TIES: ALL grades. Wire, fencing, posts and corral lumber. Flat cars for bridges and bridge timbers. ORTH RANCH SUPPLY, 9 miles east of Ceres on Whitmore. Phone: 209/883-4487.

PROSPECTS and BROKERS may be interested in your property, but they have to see it here before they can contact you. Let WLJ bridge the gap!

LOST AND FOUND 26

FENCE POSTS 21

RANCH FENCING. All types installed. Call or write: Robert Snow, Box 34, Granite Station, Bakersfield, CA 93301. Phone 805/399-4663 after 6 p.m.

PIPE, IRRIGATION SUPPLIES 23

STEEL PIPE
- 8,000' 6-5/8" OD x .125" new.
- 5,000' 18" OD x .250" (tar coated).
- 6,000' 26" OD x .312" used.
- 3,000' 30" OD x .188"/.281" unused.

CAL-CUT PIPE & SUPPLY, INC.
P.O. Box 2147
Bakersfield, CA 93303
PH: (805) 393-5300
Outside California:
Toll Free: 1-800-235-4044

WHEN SENDING IN your ad, please include your Zip Code and Area Code if they are to appear in the ad.

PIPE, IRRIGATION SUPPLIES 23

110 HP GEAR—LIKE NEW
1 Ford industrial engine
70 HP gasoline. $1750.
ORANGE COUNTY PUMP CO.
1310 N. Harbor Blvd.
Santa Ana, CA 92703
PH: 714/531-1249

SCHOOLS 24

AUCTIONEERING. Write: Reppert School of Auctioneering, Box 189, Decatur, Indiana AC0033. Free catalog. Term soon

CURTISS BREEDING SERVICE
Will sponsor schools in A.I. training at:
TURLOCK, CA • June 14-17
ORLAND, CA • June 28-July 1
If interested, please contact:
Dan McEnery • 213/395-3570
832 Euclid St.
Santa Monica, CA 90403

TRUCKS AND AUTOS 25

1974 WILSON 26' DD body, 1974 Wilson 27' DD trailer. Clean and sharp. Both for $14,000, will split up. Hap Magee, Danville, CA 94526. 415/837-7228.

TRAILERS 25A

WANTED: FIFTH WHEEL flatbed or livestock trailer—must be reasonably priced. 415/863-0345, eves. or 6-8 a.m.

STOCK TRAILER—16x7, 6 months old, heavy duty, enclosed, $2700. Phone: 805/527-8672.

MISCELLANEOUS 29

DIVORCED WOMAN, 36 years, would like to meet rancher. Please send picture with reply to Ad Dept. 715 c/o WLJ.

TO BE ANONYMOUS use a WLJ Ad Dept. number. Word ads: count 5 additional words and include $1.50 PER INSERTION for cost of forwarding replies. Display ads: include $1.50 PER INSERTION.

Mail this HANDY ORDER FORM TO WLJ Classified Corral, 4th Floor, Livestock Exchange Bldg., Denver, Colo. 80216.

I am ☐ am not ☐ a subscriber (please check)

Bill this ad to:
Name
Address
City State Zip
Run this ad times under (Choose category number) classification.

Please refer to Classified Corral Masthead for blind box numbers & display advertising rates.
Please include telephone area code and zip code if phone and address appear in ad

Enclosed is check for ________ to earn discount.
See figures in parentheses.
No additional 3-time discount added to cash discount.

Use for word ad copy only — Per Insertion

1 FROM	2 ONE	3 TO	4 TEN	5 WORDS
6 A	7 MINIMUM	8 CHARGE	9 OF	10 $3.00
11 $3.85 ($3.30)	12 $4.20 ($3.60)	13 $4.55 ($3.90)	14 $4.90 ($4.20)	15 $5.25 ($4.50)
16 $5.60 ($4.80)	17 $5.95 ($5.10)	18 $6.30 ($5.40)	19 $6.65 ($5.70)	20 $7.00 ($6.00)
21 $7.35 ($6.30)	22 $7.70 ($6.60)	23 $8.05 ($6.90)	24 $8.40 ($7.20)	25 $8.75 ($7.50)
26 $9.10 ($7.80)	27 $9.45 ($8.10)	28 $9.80 ($8.40)	29 $10.15 ($8.70)	30 $10.50 ($9.00)
31 $10.85 ($9.30)	32 $11.20 ($9.60)	33 $11.55 ($9.90)	34 $11.90 ($10.20)	35 $12.25 ($10.50)
36 $12.60 ($10.80)	37 $12.95 ($11.10)	38 $13.30 ($11.40)	39 $13.65 ($11.70)	40 $14.00 ($12.00)

Figures in parentheses show cost with cash discount included.
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